

STAT

**Page Denied**

5 FEB 1965

Mr. A. W. Randall  
Executive Vice President  
United Benefit Life Insurance Company  
P. O. Box 1298  
Omaha, Nebraska

Dear Mr. Randall:

Thank you for your letter of 26 January 1965 concerning the establishment of a permanent group office in Washington, D. C.

While we have been extremely pleased with our relationships with Mr. Jones and fully intend to draw on his experience and abilities, we can see advantages in having a Home Office representative in this area. We are delighted, of course, that Mr. Conway has been selected for this purpose because we feel that he does have a grasp and depth of understanding of the peculiarities of some of our insurance problems. We look forward to working with him as the need arises.

Thank you for your invitation to [redacted] to visit the Home Office again. We agree that his recent trips to your office have been extremely helpful and I have asked Len to plan on making another trip within the next few weeks.

STAT

Best wishes.

Very truly yours,

[redacted]

STAT

cc: Mr. Joseph E. Jones

Distribution:

- 0 - Addressee
- 1 - Mr. Jones
- 1 - C/IB
- 1 - BSD GEHA File
- 1 - OC/BSO Chrono

OP/BSO/[redacted] (4 February 1965)

*Handwritten:* 810 7/5/65

STAT



UNITED BENEFIT LIFE INSURANCE COMPANY • OMAHA • NEBRASKA

A. W. RANDALL  
EXECUTIVE VICE PRESIDENT

January 26, 1965

STAT

[Redacted]  
Government Employees  
Health Association, Inc.  
P. O. Box 463  
Washington, D. C. 20044

Dear Ben:

For more than ten years, the Government Employees Health Association has been one of our valued policyholders and throughout our association the Joseph E. Jones Agency and our Home Office personnel have attempted to provide your organization with service second to none.

During the period of time that we have been associated, we have seen the initiation of the Federal Employees Health Insurance Act and the rapid growth of your entire insurance program with our Companies. Your confidence in selecting Mutual of Omaha and United of Omaha as your group insurance carrier has been greatly appreciated.

In order to increase the coordination between our two organizations, we are pleased to inform you that we are establishing a permanent group office in Washington, D. C., on or about June 1, 1965. Norman Conway, our current National Service Manager, has been appointed Regional Manager of the Washington Group Office. Norm, as you know, is completely familiar with your insurance program and has worked closely with you during the past several years. Until Norm takes up permanent residence in Washington, he will be making periodic scheduled visits to Washington, at which time he will be in contact with your insurance staff.

We are confident that this move will be a further step toward providing even better service to your organization and your members.

-2-

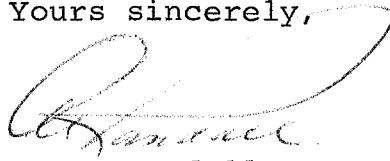
STAT

January 26, 1965

STAT

As you know, [ ] had been scheduled to make a visit to our Home Office which was cancelled due to personal reasons. With the pending move of Norman Conway to Washington and several other problems which I am sure we could solve very quickly here in Omaha, I would appreciate very much your consideration of having Len make his scheduled visit during the latter part of February or during the month of March. If we could have some advance notice as to the exact time of his visit, you may be certain that our entire staff would be here to work with him.

Yours sincerely,



A. W. Randall  
Executive Vice President

AWR:MH

*gld 2/5/65*